



# Circle of Excellence

## Multiple Business Needs - One Solution

We represent a group of companies coming together to help solve all your problems. From a business need to a business solution, we have you covered.

### Altico

[coe@alticoadvisors.com](mailto:coe@alticoadvisors.com)

- Microsoft Dynamics ERP and CRM
- Software selection & system integration
- Strategic road mapping

### KMA

[coe@kma-llc.net](mailto:coe@kma-llc.net)

- Tailored business solutions utilizing Office, SharePoint, SQL Server, and Visual Studio, .NET
- Portals and collaboration, business intelligence, web content management
- Custom application development

### SoftwareOne

[coe@softwareone.com](mailto:coe@softwareone.com)

- Software licensing experts
- Software asset management
- Global presence

### CompuWorks

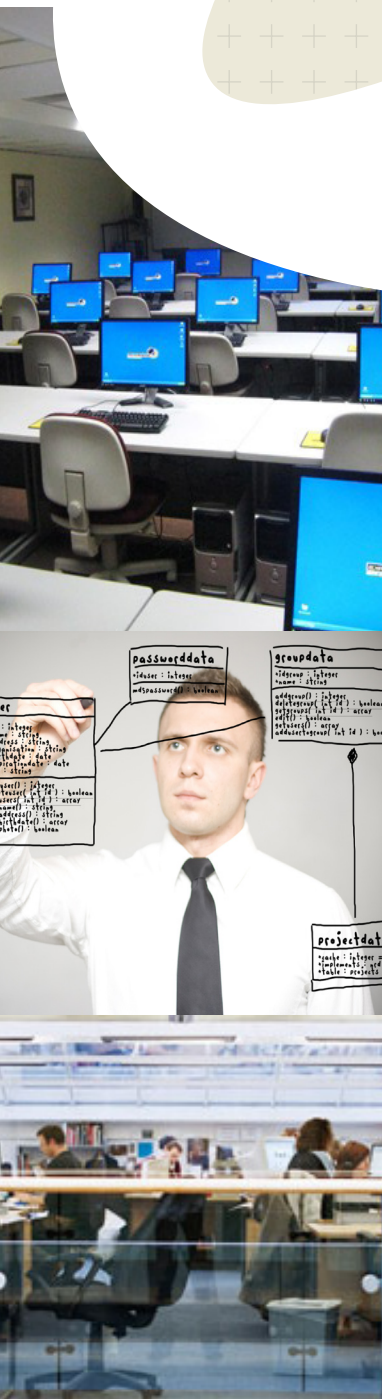
[coe@CompuWorks.com](mailto:coe@CompuWorks.com)

- Technical training design & delivery
- End-user training design & delivery
- Long term support and computer-based training solutions

### Presidio

[coe@presidio.com](mailto:coe@presidio.com)

- Business case, architecture and deployment services for core infrastructure
- Virtualization
- Exchange, Lync, Windows Server, System Center



# Multiple Business Needs - One Solution

## Why the Circle?

### AWARD WINNING

- Microsoft Partner of the Year for Teamwork
- Microsoft Operational Excellence
- Microsoft Northeast Dynamics Partner of the Year
- Top 500 Technology Innovators across the US
- Top 100 Women-Owned Business in MA

### SAVES YOU TIME

- One phone call can connect you to multiple partners to meet all of your business needs
- Pre-qualified, local resources
- Well known in the New England area

### BEST IN CLASS

- All members of the Circle of Excellence are Certified Microsoft Partners

### SEAMLESS COLLABORATION

- All members of the circle work together. Your project is delivered by one continuous group

### PROVEN SUCCESS

- From start to finish, our clients are pleased with the work we perform and we have the references to prove it

## SOLUTIONS BY PROVIDER

		Altico Microsoft Dynamics CRM & ERP	CompuWorks Training Solutions	KMA Office, SharePoint, SQL, .Net	Presidio Infrastructure, Virtu- alization, Messaging	SoftwareOne Software Licensing & Asset Management
PLAN	License Consulting	✓			✓	✓
	Investment/ROI/TCO Analysis	✓	✓	✓	✓	✓
	Financing Options	✓	✓	✓	✓	✓
	Solution Road Map and Project Plan	✓	✓	✓	✓	✓
DESIGN	License History Reporting					✓
	Software Asset Scan/Management		✓			✓
	Solution Architecture	✓		✓	✓	
	Business Process Review	✓		✓	✓	
	Readiness Assessments	✓		✓	✓	
	Capacity Planning				✓	✓
	Software Life Cycle Portal Activation					✓
	Data Migration	✓		✓	✓	
	Solution Verification and Validation	✓		✓	✓	
	Solution Implementation	✓		✓	✓	
ADOPT	End-user Training	✓	✓			
	IT Training		✓			
	Curriculum Products		✓			
	Virtual/Remote Training	✓	✓			
MAINTAIN	Maintenance Plan Rollout	✓			✓	✓
	Global Asset/License/Contract Mgmt.				✓	✓
	On-Line Reporting & Purchasing Portal					✓
	Solution Tuning	✓			✓	
	Support Desk	✓	✓	✓	✓	
	Managed Services				✓	